Training Course on Stakeholder Management

Professional Development Training Course Outline

Category	Development	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

In today’s fast-paced and interconnected business environment, Stakeholder Management has become a critical skill for professionals aiming to drive success and sustainability. Whether managing internal teams or navigating external partnerships, the ability to effectively engage stakeholders is essential for achieving organizational objectives, fostering trust, and mitigating risks. Training Course on Stakeholder Management provides an in-depth exploration of stakeholder analysis, engagement planning, communication strategies, and conflict resolution techniques.

Through this dynamic and interactive course, learners will gain practical tools and frameworks for strategic stakeholder engagement, aligning interests, and managing expectations. From project managers and change agents to C-suite executives, this course caters to anyone who needs to collaborate, influence, or lead across complex stakeholder ecosystems.

Programme Curriculum

Training Course on Stakeholder Management

Introduction

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Course Objectives

1. Understand the fundamentals of stakeholder theory and stakeholder classifications.
2. Conduct effective stakeholder mapping and power-interest analysis.
3. Develop stakeholder engagement plans aligned with organizational goals.
4. Master communication strategies for stakeholder alignment and buy-in.
5. Identify and manage stakeholder risks and resistance.
6. Learn tools for building stakeholder trust and collaboration.
7. Apply conflict resolution and negotiation techniques in stakeholder settings.
8. Analyze stakeholder influence in project and strategic decision-making.
9. Enhance cross-functional collaboration using stakeholder management principles.
10. Align stakeholder expectations with performance outcomes.
11. Implement sustainable stakeholder engagement in change management initiatives.
12. Evaluate the effectiveness of stakeholder engagement using performance metrics.
13. Integrate digital tools and platforms for modern stakeholder communication.

Target Audience

1. Project Managers
2. Business Analysts
3. Change Management Professionals
4. C-Suite Executives
5. Communication Specialists
6. Risk Managers
7. HR Professionals
8. Policy Makers and Public Administrators

Course Duration: 5 days

Course Modules

Module 1: Introduction to Stakeholder Management

- What is stakeholder management?
- The importance of stakeholder engagement in business
- Overview of stakeholder types
- Key principles and benefits
- Common challenges in stakeholder relations

Module 2: Stakeholder Identification and Classification

- Identifying internal and external stakeholders

- Stakeholder interest and influence analysis
- Using the power-interest matrix
- Prioritizing stakeholder needs
- Creating stakeholder profiles

Module 3: Stakeholder Engagement Strategy

- Creating a stakeholder engagement framework
- Tailoring strategies for various stakeholders
- Aligning stakeholder goals with business objectives
- Developing influence strategies
- Ethics in stakeholder engagement

Module 4: Communication and Relationship Management

- Developing communication plans
- Choosing the right communication channels
- Building and maintaining trust
- Active listening and feedback loops
- Resolving miscommunication

Module 5: Stakeholder Risk Management

- Identifying and analyzing stakeholder risks
- Planning for stakeholder resistance
- Mitigation strategies
- Proactive vs. reactive stakeholder approaches
- Case studies in risk and conflict

Module 6: Conflict Resolution and Negotiation

- Understanding conflict types in stakeholder environments
- Strategies for constructive dialogue
- Win-win negotiation techniques
- Mediation and arbitration tools
- Building consensus

Module 7: Stakeholder Engagement in Change Management

- Role of stakeholders in organizational change
- Overcoming resistance to change
- Driving adoption and sustainability
- Communicating change effectively
- Measuring change success

Module 8: Measuring and Evaluating Stakeholder Engagement

- Key performance indicators (KPIs) for engagement
- Stakeholder satisfaction surveys

- Analyzing feedback and metrics
- Continuous improvement practices
- Reporting stakeholder engagement outcomes

Training Methodology

- Interactive workshops
- Real-world case studies
- Role-playing simulations
- Group exercises
- Access to digital templates and stakeholder tools.

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

Ready to enroll or request a customized program? Book online or contact us:

Register Online Now

Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com